

Message Text

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PAGE 01 NOUAKC 02274 171008Z

43

ACTION AF-08

INFO OCT-01 NEA-10 ISO-00 EB-07 /026 W

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R 170950Z SEP 76

FM AMEMBASSY NOUAKCHOTT

TO USDOC WASHDC

INFO SECSTATE WASHDC 6337

AMEMBASSY KUWAIT

LIMITED OFFICIAL USE NOUAKCHOTT 2274

COMMERCE FOR MAJOR PROJECTS

E.O. 11652: N/A

TAGS: EINV, BEXP, MR, KU, US

SUBJECT: MAJOR PROJECT: PELLETIZING PLANT

REF: NOUAKCHOTT 2124

1. SAM BALL AND DAVE WILSON OF ALLIS-CHALMERS VISITED MAURITANIA EARLY THIS WEEK IN CONJUNCTION WITH BID ON PELLETIZING PLANT FOR SOCIETE ARABE DE L'INDUSTRIE METALLURGIQUE (SAMIA). DURING SEPT. 16 CALL AT EMBASSY, BALL AND WILSON COMMENTED THAT MAJOR PURPOSE OF THEIR TRIP WAS TO REFINE ALLIS-CHALMERS BID SO THAT THERE ARE MORE FIXED PRICES AND FEWER ESCALATING PRICE CLAUSES. SAMIA HAS REPORTEDLY OBJECTED TO LARGE NUMBER OF ESCALATING PRICES. ALLIS-CHALMERS REPRESENTATIVES DESCRIBED SITUATION SURROUNDING BIDDING AS "FLUID" ALTHOUGH THEY CONTINUE TO BELIEVE ALLIS-CHALMERS IS IN GOOD POSITION.

2. TIMEFRAME FOR FINAL NEGOTIATIONS REPORTED REFTEL HAS SLIPPED SOMEWHAT. FINAL TECHNICAL NEGOTIATIONS ARE EXPECTED TO TAKE PLACE IN NOUAKCHOTT OCTOBER 15. (THERE MAY BE SOME DISCUSSION OF COST AT THIS TIME.) IF ALLIS-CHALMERS IS STILL FRONTRUNNER AT THIS POINT SAMIA DELEGATION WILL PROBABLY VISIT US, INCLUDING ALLIS-CHALMERS MINING SYSTEMS DIVISION IN MILWAUKEE, FOLLOWING THESE NEGOTIATIONS. FINAL PRICE NEGOTIATIONS ARE STILL EX-

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PECTED TO TAKE PLACE IN KUWAIT ON SOME UNDETERMINED

DATE. SHINN

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: PROPOSALS (BID), INDUSTRIAL PLANTS
Control Number: n/a
Copy: SINGLE
Draft Date: 17 SEP 1976
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Authority: GolinoFR
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 28 MAY 2004
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
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Document Unique ID: 00
Drafter: n/a
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Executive Order: N/A
Errors: N/A
Film Number: D760352-0645
From: NOUAKCHOTT
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ISecure: 1
Legacy Key: link1976/newtext/t19760949/aaaabpmo.tel
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Original Handling Restrictions: n/a
Original Previous Classification: n/a
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Margaret P. Grafeld
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